

Massachusetts Division of Insurance  
Quarterly Report of Membership in Health Maintenance Organizations  
as of December 31, 2004 <sup>1</sup>

COMPARISON OF 4th QUARTER MEMBERSHIP TO LAST THREE QUARTERS

	1st Quarter 2004 Members at End of Quarter	2nd Quarter 2004 Members at End of Quarter	3rd Quarter 2004 Members at End of Quarter	4th Quarter 2004 Members at End of Quarter	Member Change 3rd Qtr. 04 to 4th Qtr. 04	Percent Change 3rd Qtr. 04 to 4th Qtr. 04	4th Quarter 2004 Share of Massachusetts HMO Market
Aetna Health Inc.	11,350	10,796	9,966	9,402	(564)	-5.22%	0.5%
Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. <sup>2</sup>	710,764	726,259	742,326	758,947	16,621	2.29%	37.8%
CIGNA HealthCare of Massachusetts, Inc. <sup>3</sup>	23,391	17,034	13,836	11,229	(2,607)	-15.30%	0.6%
ConnectiCare of Massachusetts, Inc.	9,202	9,480	9,058	8,564	(494)	-5.21%	0.4%
Fallon Community Health Plan, Inc.	170,961	169,234	168,494	166,058	(2,436)	-1.44%	8.3%
Great-West Healthcare of Massachusetts, Inc. <sup>4</sup>	124	0	0	0	0	0.00%	0.0%
Harvard Pilgrim Health Care, Inc.	518,758	513,717	468,757	464,887	(3,870)	-0.75%	23.1%
Health New England, Inc.	63,606	64,039	63,716	62,508	(1,208)	-1.89%	3.1%
Neighborhood Health Plan, Inc.	113,048	116,216	119,825	124,021	4,196	3.61%	6.2%
Tufts Associated HMO, Inc. <sup>5</sup>	476,982	471,089	414,441	401,322	(13,119)	-2.78%	20.0%
UnitedHealthcare of New England, Inc.	1,857	1,810	1,926	1,962	36	1.99%	0.1%
Totals	2,100,043	2,099,674	2,012,345	2,008,900	(3,445)	-0.16%	100.0%

<sup>1</sup> Information reported by HMOs as of the end of the fourth quarter of 2004 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. **Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.**

<sup>2</sup> Formerly a line of business of Blue Cross and Blue Shield of Massachusetts, Inc. ("BCBSMA"). Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. was created as a separate corporate entity for BCBSMA's HMO line of business effective January 1, 2005.

<sup>3</sup> The carrier notified the Division on May 14, 2004 that it would discontinue marketing all small group and nongroup health benefit plans on June 23, 2004 and begin non-renewing business as of December 1, 2004.

<sup>4</sup> One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

<sup>5</sup> Doing business as Tufts Associated Health Plan ("TAHMO") and as Tufts Health Plan (THP").